



COMPETITIVE ADVANTAGES

AT

THE PORT OF SAN FRANCISCO

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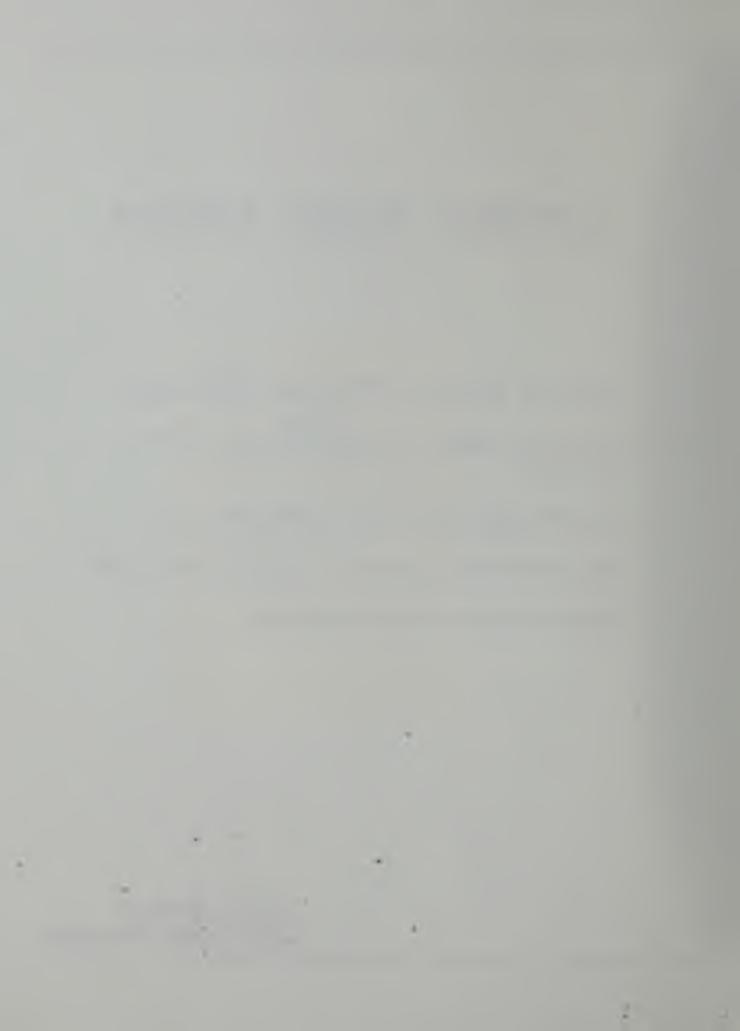
REFERENCE BOOK

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LOWER PORT COSTS

- Revenue Sharing on Wharfage and Dockage
- Discounts applied immediately to improve cash flow.
- Simple agreements ease administration.
- No travel time payable to longshoremen in SF
- Lowest crane rates in California

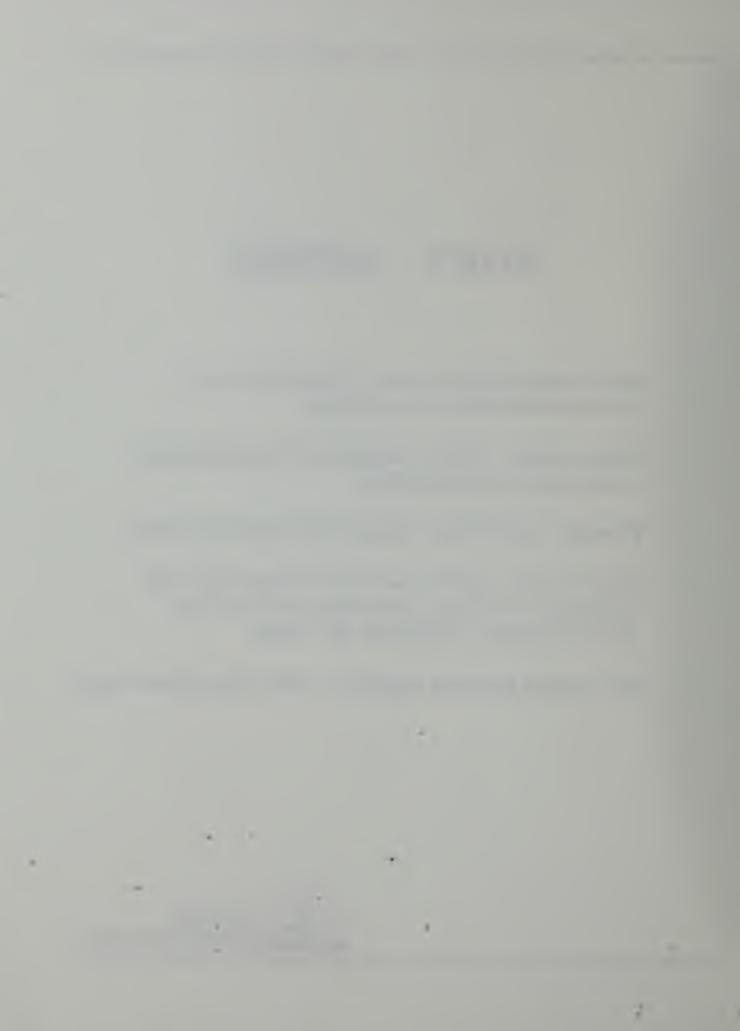




PORT ANNEX

- Nationwide Distribution of Imports via 3 transcontinental rail systems
- Value-Added, Double Stack and Transloading services at one location
- Foreign Trade Zone status (planned for 1991)
- Direct train service to Ocean Terminals will eliminate trucking problems for fruit and nut shipments. (planned for 1990)
- No service charges applied to San Francisco cargo

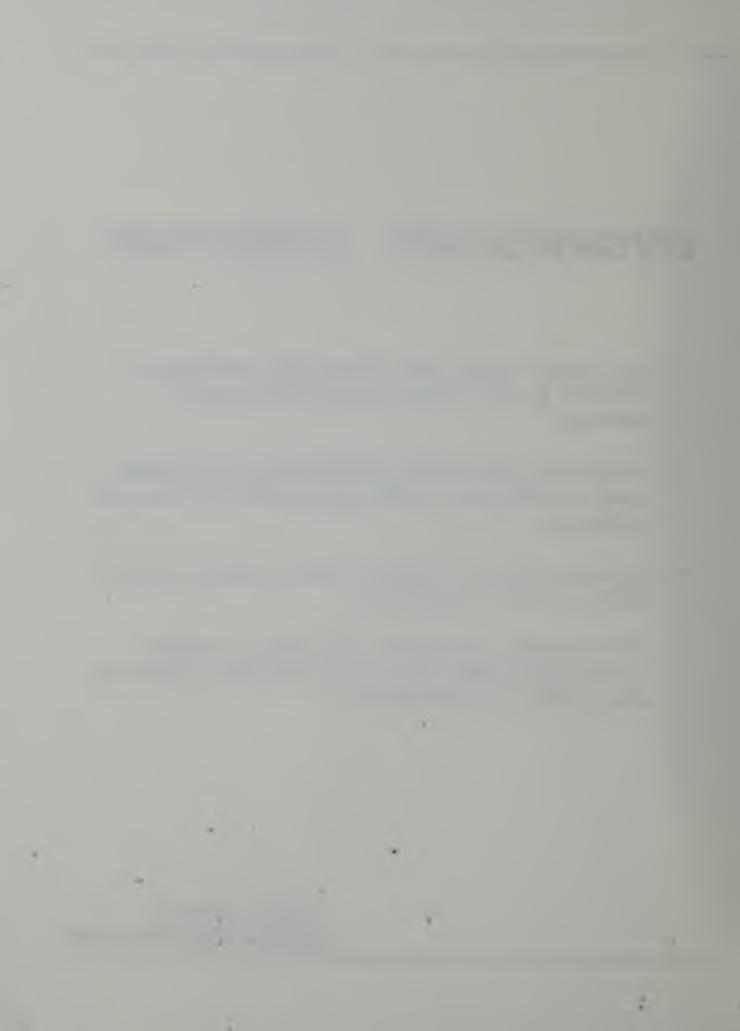




OVERWEIGHT CORRIDOR

- One Boxcar equals two overweight containers -EXCEPT IN SAN FRANCISCO's "Overweight Corridor".
- Inexpensive and easily obtainable permits allow loads 13,000 lbs. heavier than legal elsewhere in California.
- No restrictions on tractor, type of chassis, speed limit or hours of operation.
- All terminals connected to all types of cargo handling facilities within the Corridor, including many which are rail-served.



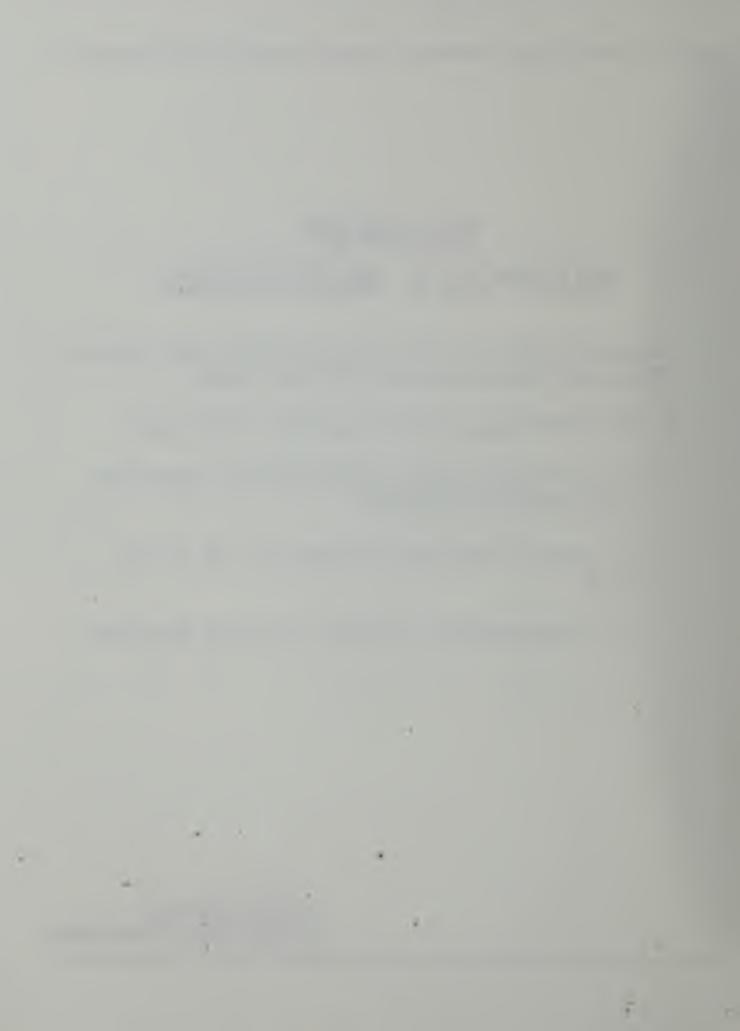


NEARBY SUPPORT SERVICES

Located within or adjacent to the Port, just minutes from San Francisco container terminals:

- Two of Northern California's four C.E.S. sites
- Four of the Bay Area's Seven U.S.D.A. approved cold storage warehouses
- A variety of rail-served warehouses, on or off dock
- U.S. Customs Select Station (at North Terminal)



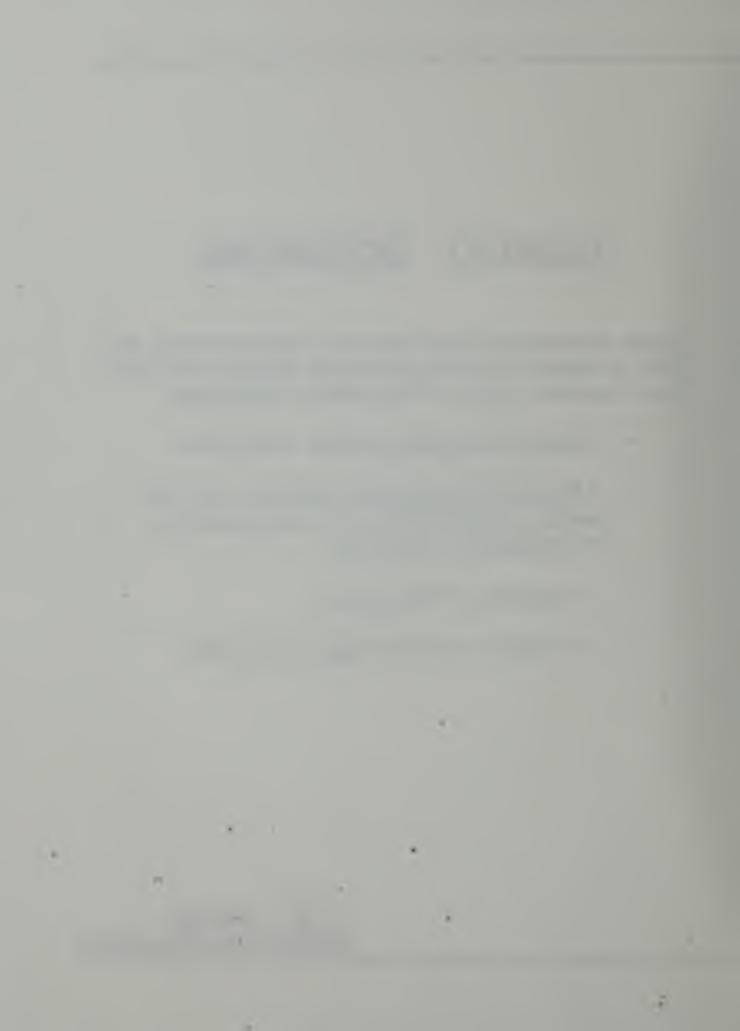


CARGO SOURCES

Cargo generating businesses are housed within the Port to reduce trucking time and expense and give San Francisco lines a competitive advantage:

- California's largest cotton warehouse
- A haycube transloading facility, also the area's only fumigation site approved by the Japanese Government
- A wastepaper baling plant
- The region's first Foreign Trade Zone

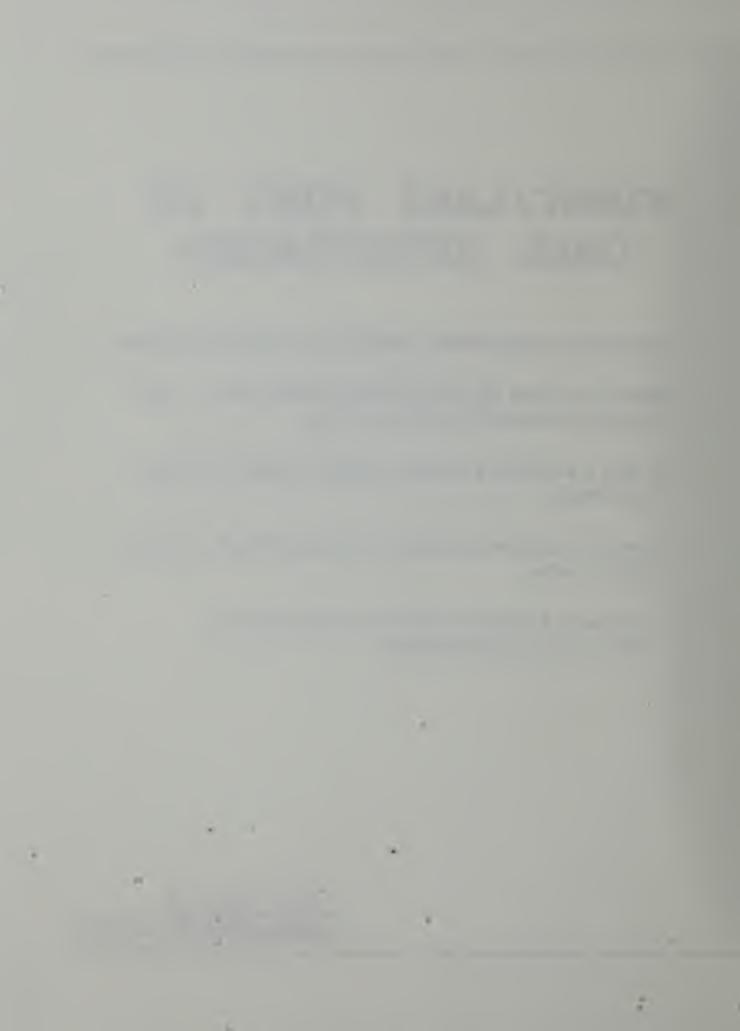




FIRST/LAST PORT OF CALL ADVANTAGES

- Naturally deep water/unrestricted vessel access
- Direct service by Southern Pacific Lines - the leading Central Corridor carrier
- A day's steaming closer to Asia than Southern California
- System improvements to accommodate double stack trains
- A balanced local market to complement intermodal movements

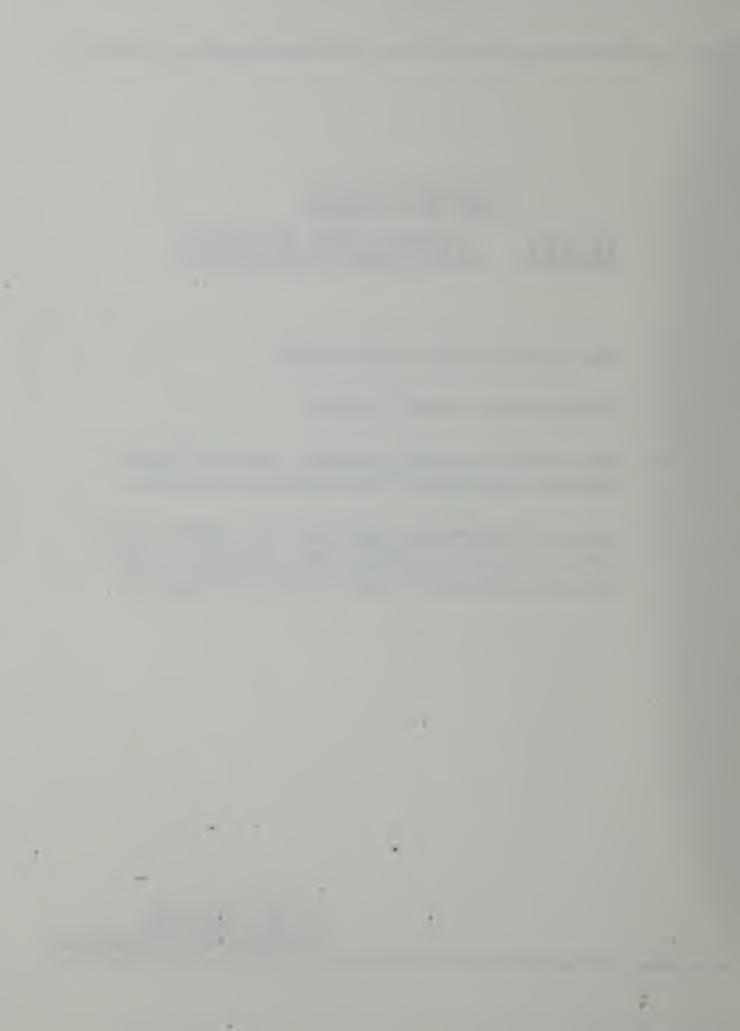




SPECIAL RAIL ADVANTAGES

- The region's only on-dock ICTF
- All terminals served by rail
- Rail served covered storage - on or off dock enables any kind of transloading operation
- Tunnel enlargements (planned for 1990) allow double-stacking of high-cube containers and shipside delivery by rail of oversized pieces





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